

The California Debt and Investment Advisory Commission
Philip Angelides
State Treasurer & Chair

Presents at
The International Economic Development Council Conference

TOOLS TO REVITALIZE CALIFORNIA COMMUNITIES



September 25, 2002
8:30 a.m. - 4:30 p.m.

The Oakland Marriott Convention Center
Oakland, California

Lisa M. Harris
Executive Director

California Debt and Investment Advisory Commission
915 Capitol Mall, Room 400
Sacramento, CA 95814

FIRST CLASS

NEW ECONOMIC DEVELOPMENT PROGRAM

“Tools to Revitalize California Communities”

Program Description

The California Debt and Investment Advisory Commission (CDIAC) of the State Treasurer's Office will co-host with the International Economic Development Council, a one-day program designed to provide local government communities with tools that would assist them with community development and economic growth. The impetus for the program is based on the increasing need for local governments to gain expertise in the area of community revitalization.

This program will include panel-style presentations and round-table discussions focusing on information on loans, grants, and programs offered through state debt authorities for specific purposes including affordable housing, industrial development facilities, health facilities, pollution control facilities, brownfield remediation and redevelopment, community planning, and small business financing. Also, the program will feature presentations from institutionally sponsored private equity and real estate investment firms that target investment opportunities in underserved markets across the country. The combination of panels will provide a broad perspective on accessing private capital and state funding, and each will share the criteria used in evaluating funding in targeted areas.

The tools presented are targeted at communities that have the greatest demand for community rebuilding. The program is designed for government officials, non-profit organizations, as well as economic development and finance staff. Anticipated participants attending the program include individuals from following professions:

- ? Federal, State, and Local Officials
- ? Economic Development Professionals
- ? Banking Industry Professionals
- ? Government Finance Professionals
- ? Planning Professionals
- ? Private Investment Professionals

About CDIAC

The California Debt and Investment Advisory Commission provides information, education, and technical assistance on public debt and investments to local public agencies and other public finance professionals. To carry out its responsibilities, CDIAC maintains a database of all public debt issued in California, conducts a continuing education program, publishes a monthly newsletter with debt issuance data and informative articles, and conducts research to develop reports, guidelines and briefs on topical issues.

Registration Information

Registration is open to public and private professionals. **Call CDIAC at (916) 653-3269 to register.** No walk-in registrations will be accepted. Full refunds will be made to registered participants if the Commission cancels or postpones the program. Substitution of officials or staff from the same entity is permitted. **No refunds will be honored for cancelled registrations after the seminar registration deadline of August 30, 2002.**

**The program location is the Oakland Marriott Convention Center,
1001 Broadway, Oakland, California 94607.
(510) 451-4000**

Please mail your registration forms and checks to:

California Debt and Investment Advisory Commission
915 Capitol Mall, Room 400
Sacramento, CA 95814

Attn: Tools to Revitalize California Communities

TOOLS TO REVITALIZE CALIFORNIA COMMUNITIES

September 25, 2002

*At the Oakland Marriott Convention Center
Oakland, California*

Registration Form

To register for the program, please complete this form and return it to the **California Debt and Investment Advisory Commission**. One form is required for each participant. Payment of registration must be enclosed. **Please submit registration by the cutoff date of August 30, 2002.** Make checks payable to: **California Debt and Investment Advisory Commission** for the amount indicated below.

Please note, registration and payment for this program is separate from any registration submitted to the International Economic Development Council for its conference.

Step 1 - Select one registration type:

† Yes, I would like to only attend the CDIAC program on “**TOOLS TO REVITALIZE CALIFORNIA COMMUNITIES**”, on September 25, 2002 (includes luncheon and reception). Enclosed is a check for \$125.

Or

† Yes, I will attend the International Economic Development Council Conference, plus the CDIAC program and pay the discounted rate to attend the all day session on “**TOOLS TO REVITALIZE CALIFORNIA COMMUNITIES**”, September 25, 2002 (includes luncheon and reception). Enclosed is a check for \$75.

Step 2 – Select the Roundtable sessions you would like to attend (limit two per track)

Track A: 1:30 – 2:50 pm (select two)

- † 1. Start-Up and Growth Capital: What Opportunities Are Most Attractive to Venture Capitalists
- † 2. Corporate Partnering: Putting Medium and Large Companies Together with Private Equity Investment Firms
- † 3. Community Development Loans for Small Business
- † 4. Housing and Urban Real Estate

Track B: 3:00 – 4:20 pm (select two)

- † 1. Business and Job Creation
- † 2. Creating Affordable Health Care
- † 3. Brownfield Redevelopment
- † 4. Federal Sources of Capital for Business Development

Step 3 - Please Print or Type Registrant Information:

Name: _____

Title: _____

Agency: _____

Street: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Fax: _____ Email: _____

THE CALIFORNIA DEBT AND INVESTMENT ADVISORY COMMISSION

presents

TOOLS TO REVITALIZE CALIFORNIA COMMUNITIES

September 25, 2002

The Oakland Marriott Convention Center

Oakland, California

Agenda

Welcome and Introduction

8:30 – 8:45 am

Lisa M. Harris, Executive Director, California Debt and Investment Advisory Commission

Morning Sessions: Economic Development Programs Available to Local Communities

I. CONCURRENT SESSIONS: 8:45 – 9:45 AM

Session One: Business and Job Creation – Bond Financing Programs

- ?Industrial Development Bonds
- ?California Infrastructure Economic Development Bank
- ?Joint Power Authority Bonds

Moderator: Joanie Jones-Kelly, California Industrial Development Financing Advisory Commission (CIDFAC)

Jeff Emanuels, California Infrastructure and Economic Development Bank (CIEDB)

James Hamill, California Statewide Communities Development Authority (CSCDA)

Bruce Kern, Economic Development Alliance for Business (EDAB)

Session Two: Creating Affordable Health Care

- ?CHFFA: State Help II Program
- ?Health Care Technical Assistance Program
- ?Health Care Insurance Programs

Moderator: Sumi Sousa, California Health Facilities Financing Authority (CHFFA)

Scott Spote, NCB Development Corporation

Mike Sullivan, Golden Valley Health Centers

Steve Beckman, CAL Mortgage

Mike Mamot, Central Coast Neurobehavior Center in Morro Bay

Session Three: California Affordable Housing Programs

- ???????Extra Credit Teacher Home Purchase Program
- ???????Housing and Community Development
- ???????Affordable Housing Financing

Moderator: Laurie Weir, California Debt Limit Allocation Committee (CDLAC)

Jeanne Peterson, California Tax Credit Allocation Committee (CTCAC)

Julie Bornstein, Department of Housing and Community Development

Julia Bidwell, Orange County, Housing and Community Development

Theresa Parker, California Housing Finance Agency (CHFA)

Luncheon

12:15 – 1:30 pm

Tools in Action: City of Oakland's Experience

The City Manager of Oakland shares one city's experience about using financing tools to revitalize an urban community.

Introduction: Barbara Lloyd, Deputy Treasurer, California State Treasurer's Office

Keynote Speaker: Robert C. Bobb, City Manager of Oakland

MEET THE PROS

Afternoon Sessions: Bridging the Gap-Roundtable Discussions

IV. CONCURRENT ROUNDTABLES TRACK A – 1:30 – 2:50 PM

1. Start-Up and Growth Capital: What Opportunities Are Most Attractive to Venture Capitalists

Moderator: Peter Thompson, Opportunity Capital Partners

Lewis Byrd, Opportunity Capital Partners

Thomas Darden, Reliant Equity Investors

2. Corporate Partnering: Putting Medium and Large Companies Together with Private Equity Investment Firms

Moderator: Elizabeth Ferguson, Bay Area Council

Carlton Jenkins, Yucaipa Companies

Luis Nogales, Nogales Partners

Lee Winslett, Wells Fargo Bank

Peter Nolan, Green Equity Investors

3. Community Development Loans for Small Businesses

Moderator: Arnold Bellow, Northern CA Financial Development Corp

George McDaniels/Phillip Palmer, Community Bank of the Bay

George Williamson, California Economic Development Lending Initiative (CEDLI)

Ed Tong, Asian Inc.

Delores A. McKinnon, Department of Insurance CA Organized Investment Network (COIN)

Break
9:45 – 10:00 am

II. CONCURRENT SESSIONS: 10:00 – 11:00 AM

Session One: Business and Job Creation – Loan Programs

- ?Local Community Development Banks
- ?Local Bank Loan Programs
- ?California Capital Access Program
- ?California Infrastructure Revolving Fund

Moderator: Eric Thomas, California Pollution Control Financing Authority (CPCFA)
Phillip Palmer, Community Bank of the Bay
Herb Aarons, California Coastal Rural Development Corporation
Stanton Hazelroth, CIEDB
James Wright, Wells Fargo Bank

Session Two: Technical Assistance Programs for Brownfield Sites

- ?State Cal RE-Use Program
- ?Non-Profit Grant Program
- ?City of Oakland Brownfield Program

Moderator: Steve Sakurai, CPCFA
Stephanie Shakofsky, Center for Land Recycling (CCLR)
Bill Lambert, City of Oakland
Evan Henry, Bank of America

Break
11:00-11:10 am

III. CONCURRENT SESSIONS: 11:10 AM – 12:10 PM

**Session One: Private Equity Investment Programs:
Targeting Underserved Markets**

- ?CalPERS California Initiative Program
- ?Investment Groups Targeting Minority Owned and Managed Businesses

Moderator: Joncarlo Mark, California Public Employee Retirement System (CalPERS)
Ed Renwick and Carlton Jenkins, Yucaipa Companies
Luis Nogales, Nogales Partners
Lewis Byrd, Opportunity Capital Partners
Sanjiv K. Shah, Bank of America
Peter Nolan, Green Equity Investors
Thomas Darden, Reliant Equity Investors

Session Two: Urban Real Estate Development and Financing Programs

- ?CalPERS California Urban Real Estate Initiatives Program
- ?Industrial and Housing Development Groups: Targeting National Urban Markets

Moderator: Julie Stewart, CalPERS
Avi Shemesh, CIM Group LLC
Carol Galante, Bridge Housing Corporation
Robert Brunswick, Buchanan Street Partners
Victor MacFarlane, MacFarlane Partners, Inc.

4. Housing and Urban Real Estate

Moderator: Jim Buckley, Citizen Housing
Laurie Weir, CDLAC
Julie Stewart, CalPERS
Lynette Lee, East Bay Asian Local Development Corporation
Theresa Parker, CHFA
Raul Amezcua, Salomon Smith Barney
K. Robert Turner, Canyon Capital Realty Advisors
Isiah Turner, City of Richmond
Kristin Faust, Nehemiah Community Reinvestment Fund

Break
2:50 – 3:00pm

MEET THE PROS

V. CONCURRENT ROUNDTABLES TRACK B – 3:00 – 4:20 PM

Afternoon Sessions: Bridging the Gap - Roundtable Discussions

1. Business and Job Creation

Moderator: Wayne Schell, California Association for Local Economic Development (CALED)
Joanie Jones-Kelly, CIDFAC
Carey Jenkins, L.A. Community Development
Leonard Berry, The Chapman Company
Dinorah Hall, Main Street Program, CA Technology, Trade & Commerce Agency

2. Creating Affordable Health Care

Moderator: Sumi Sousa, CHFFA
Scott Spote, NCB Development Corporation
Mike Sullivan, Golden Valley Health Centers
Mike Mamot, Central Coast Neurobehavior Center in Morro Bay

3. Brownfield Development

Moderator: Keith Carson, County of Alameda Board of Supervisors
Stephanie Shakofsky, CCLR
Steve Sakurai, CPCFA
Bill Lambert, City of Oakland

4. Federal Sources of Capital for Business Development

Moderator: Bernice Martinez, U.S. Department of Commerce
Austin Belton, Small Business Administration, Investment Division
Mark Quinn, Small Business Administration, San Francisco Region
Tony Brown, U.S. Department of Treasury
Leonard Smith, Economic Development Administration
Steven Sachs, Housing and Urban Development, Community Planning Development

Reception
4:30 p.m.

Reception for all.
Keynote presentation: Betsy Zeidman, Milken Institute